Governing Board Issues Call for Large Gathering in Washington.

INCLUDES 21 REPUBLICS

Wide Range of Subjects to Be Discussed—Suggestions Are Requested.

WASHINGTON, April 27 .- The governboard of the Pan-American Union. mg board of the Pan-American Union, the official international organization and office of the twenty-one American republics devoted to the development of commerce and intercourse and the preservation of friendship and peace among them, has authorized the director-General of the Pan-American Union to call an informal Pan-American commercial conference, to be held in the Pan-American. Building, Washington, from June 3 to 5.

Among those to be invited will be the

Among those to be invited will be the diplomatic, consular and special commercial and financial representatives and experts in the United States of the Latin American governments, representatives. tatives of Latin American firms and houses, unofficial Latin American ex-perts and other Latin Americans inter-ested who are now in the United States; such other representatives of Latin American governments, commercial or-ganizations and firms as may be able canizations and firms as may be able to attend; the officials and experts of the different departments and bureaus of the United States Government havingto do with Pan-American economic, financial and commercial relations; commercial and trade organizations, institutions, firms and houses, or representatives and individuals in the United States directly interested in Pan-American trade.

All persons wishing to attend this con-ference are asked to notify the director-general as soon as possible, giving ac-curate details as to name, address, business or occupation, whether desiring copies of the printed proceedings or not, and heading letter "Re Pan-American Commercial Conference," Any suggestions, moreover, as to subjects to be discussed, available experts and those to be invited will be welcomed.

ADVICE ON EXPORT PACKING.

Space Conservation Discussed by Capt. Moody. Special Despatch to Tun Scn.

CHICAGO, April 27.-A paper of par-cular importance to Latin American

Duel Over Attack on Peru's Army

Apecial Gorsespondence to THE SQUE. states that as a result of attacks against the Peruvian army, published in &i Digrio of La Paz, the Peruvian military attache in that city, Comandante Valattache in that city, Commidante Val-lejo, after forwarding his resignation to the Peruvian Government by cable, chai-lenged the director of El Diario, Gutierres Granier to a duel. Both duellists were slightly wounded in the encounter.

CUBA

(To a Havana Girl) Y JORGE GODOY the former dean of the Dipl Corps of Mexico to Cubs.

Seft, milk white her skin, long jet black himself or carried his customs and arts.

Every time I enamour my darling she relations of North and South America.

In my arms and her madonna countenance such as history has never before wit-In my arms and her madonna countenance such as

Adore her That who never her lips touch my cheeks I limplore her To permit me to kneel like a poor slave before her.

When I pon these love thoughts in my moments of leisure.

And I think of my princess, my jewel, my freesure it reasure.

ous Sultana.

Sweet as Venus herself and as chaste as

Diana.

Senator Yanez Praises Latin America Edition

THE BILTMORE, New York. TO THE EDITOR LATEN AMERICA! Becroon The Sun, New York:

I congratulate you on the issue of your paper. I can assure you that it was read with great interast by all the members of the commission over which I have the honor of presiding, and am convinced that in starting the Latin American section of The Sun you have undertaken something of the greatest importance to this country and those which compose the great southern Continent.

Chilean Financial Commission and Some of Their Ladies Who Were Guests of the Latin American Division of "The Sun"



Reading from left to right: Front Row-Miss Incz Villanueva, Mrs. Clemente Vicuna, Mrs. Theo Lowe, Mrs. Augusto Villanueva Mrs, Santiago Perez Pena, Miss Marta Villanueva. Rear Row-Mr. Clemente Vicuna, Dr. T. Kennard Thomson, Mr. Charles F. Junod, Mr. Enrique Bunster, Mr. Augusto Villanueva, Senator Eliodoro Yanez, Mr. Santiago Perez Pena, Mr. Luis F. Yanez.

Latin American Colony in New York

It is a pretty custom, the springtime elebration of the floral games, and its introduction into the United States will take place next Sunday afternoon at 2 o'clock. This is a festival that will appeal not only to the Latin Americans, because of their familiarity with it, but to all Americans who appre late the privilege of seeing the beauty nd novelty which the introduction of

this delightful custom presents.
On the programme will appear Anna
Fitziu and Jose Mardones, as well as the orchestra of the Metropolitan Opera House, and interspersed with the enter-tainment by these artists will be the chicago. April 27.—A paper of particular importance to Latin American exporters was delivered by Capt. H. R.

Moody at the meeting of the National Foreign Trade Council, just ended, at Chicago. This paper gives valuable information on the subject of export packing, and the maximum conservation of space.

In three numbers of the literary contest—the first to be an essay in poetry. Ilmited to 100 lines, the author entitled to select the queen of the floral games. The prize will be the Natural Flower, an object of art, donated by the Spanish Benevolent Society of New York, and an additional prize of \$250. The second number is to be an essay in poetry. Ilmited to 100 lines, the author entitled to select the queen of the floral games. three numbers of the literary contesting, and the maximum conservation of space.

During the war the Government has made a careful study of methods in this respect, and it has been the verbal statement of many of the officers of the War Department that they are anxious for the commercial public to have the benefit of the knowledge gained.

an additional prize of \$250. The second number is to be a prose easay, to be written on the subject of "Spiritual and material unity of the Hispanic and Angio-Saxon Americas. Why has it not been attained? How can it be promptly and effectively attained?" The prize: An object of art. donated by the Spanish Ambassador in Washington, Juan Riano, and an addi-Washington, Juan Riano, and an addi tional prize of \$500. A short story will be the third number, limited to 2,500 words. Prize: An object of art, denated by the Cia. Trasatlantica Espa

as an additional prize
This celebration of the Floral Games will be held at Carnegie Hall under the

my sweetheart's so beautiful, charming companions who possess the relence and clever. I have vowed to be true to her always, whence spring joy, pleasure, knowledge, merit and politeness to unite in a contest of song for the natural flower. down through the floral games of Oh, my girl, Cuban girl, I can't live with.

Barcelona, Valencia, Sevilla and Salamanca, and later through our own cities of Mexico, Bogota, Rio de Janeiro and doubt her. There is something so great and enticing Santiago de Chile, there has been an unbroken tradition of these celebrations wherever the Spaniard has established flushes
Like a virgin's angelical face when she
blushes.

Oh, I love her so much, oh, so much I
adore her

How my heart beats with joy and my Sherry's last Thursday in honor of the Sherry's last Thursday in honor of the Chilean delegation and at which were present Elihu Root, William McAdoo, Robert Bacon, John Bassett Moore and Robert Bac Lorelier, fafter than Turkey's most preci-ous Sultans.

Robert Bacon, John Bassett and Searle, other noted persons. Ricardo Searle, ous Sultans. tiago de Chile, is staying at Hotel Bilt-He is here on matters of busi-

> Senora Amanda Labarca Huberson. noted writer and Chilean teacher, is staying at the Hotel Ansonia She has returned to New York to start on her second journey in the United States to study and observe the social and legal conditions of the American woman. The distinguished Chilean professor,
> Don Enrique Molina, who is one of the
> most renowned writers of his country,
> is in New York, having arrived from
> California, Mr. Molina has visited
> nearly all the large universities of the
> Visited Mates, studying our modern

them in the new University of Concep-cion. Chile.

There are a goodly number of Dominioan families of note residing in the United States and some of those in New York city are the Consul-General of the Dominican Republic, Don Manuel de Jemis Camacho, whose deep interest and afforts in cementily the relation-

ship between the Dominican and Ameri- give a concert at the Acolian Hall becan merchants are well known, and F. fore leaving for a tour to Mexico and Ricart, Guillermo Perez, Florisel Rojas, South America.

Jose A. Pereyra, Antonio Thomen, Florenecio Avila, Mexican writer, armived on the Morro Castle and is at

Pan-American Luncheon.

More than 200 men of affairs, bankers, lawyers, educators and writers, attended the successful luncheon at the Bankers Club in honor of the Chilean Financial Commission, now visiting the United States, given by the Pan-American Society last Monday.

This event was one of the most notable in the eannals of the society.

Among the speakers were John Bassett Moore, president of the Pan-American Society, who welcomed the president of the commission and the other guests; Beltran Mathieu, Ambassador of Chile in the United States, who spoke on be-half of the commission; Paul War-burg, former member of the Federal Reserve Board, who was a member of the International High Commission which visited South America under the leadership of former Secretary Mc-Adoo: John Barrett, director general of the Pan-American Union; Silva Vildasola, a prominent journalist, special correspondent of El Mercurio of Valparaiso, who has just returned from Furope, where he wit-nessed the great struggle, and Henry Prather Fletcher, United States Am-

ments given in honor of the Chilean commission was the motor ride through commission was the motor ride tuncheon at Sicepy Hollow Country Club by the tuncheon at Sicepy Hollow Country Club by the Latin American department of The Sun on Friday last. Among those present on Friday last. Among those present were Augusto Villanueva, president of the Bank of Chile; Senator Yanez, Mrs. Clemente Vicuna, Mrs. Clemente Vicuna, Mrs. Santiago Perez Pena, the Bank of Chile; Senator Yanez, Mrs. Clemente Vicuna, M

New York, awaiting their return to the city. Augusto Villaneuva, president of

pany will establish branches in Chicago, rivers; Robert R. Barrett, who has Philadelphia, Boston and New Orleans, been the United States Commercial Atamong the guests were Juan Narvarte, tache at the Embassy at Buenos Ayres. Peruvian engineer; Dr. Carlos Sequera, from Venezuela; Francisco Gandara,

rived on the Morro Castle and is at

the McAlpin.
At Bretton Hall is Mr. and Mrs. Enthe McAlpin.

At Bretton Hall is Mr. and Mrs. Enrique Camara, from Yucatan.

Don Ramon Balaguer, prominent
banker and Spanish business man, will
leave shortly for Spain. He will represent in that country the American firm. sent in that country the American firm of Coleman du Pont.

Dr. Abel Romo, noted Mexican physician; Salvador Ugarte, banker: J. Zavalza and other business men from Guadalajara, Mexico, are at the Penn-Guadalajara, Mexico, are at the rem-sylvania Hotel, heading a commission which came here so study American business methods.

Dr. Aquilino Soto, who came here on

pr. Aquilino Soto, who came here on a financial mission from Call, Colombia, is stopping at Bretton Hall with his family. Mr. Soto will leave for South America in a few days after a successful arrangement of the affairs that brought him to this city.

Poet Wins Coveted Award.

To Joaquin Mendes Rivas, Mexican lawyer and poet, was accorded the first prize of "Flor Natural" among several poets for his composition from his col-lection "Virgiliana." Following the rule he has the right to select "The Queen bassador to Mexico and former Ambas-sador to Chile, who spoke briefly and he has already nominated as such referred to the five years he had spent in that country.

Of the Juegos Florales" (May festival) and he has already nominated as such Miss Luz Requena. a pretty Mexican young woman sister of the poet Pedro In that country.

One of the most successful entertain-ments given in honor of the Chilean commission was the motor ride through

Dr. Jorge Corbacho, member of the

Europe, and will not return to Chile before the end of the year. The wife and daughter of Juan Enrique Tocornal, ex-Minister of Foreign Affairs, will remain in Washington for the present, while Mrs. Yanez joined Senator Yanez at the Waldorf Saturday morning at the Waldorf Saturday morning at the Waldorf Saturday morning of Los Angeles Mercantile Company, was the principal guest at a luncheon branches; G. W. Lawrence, member of the set of the Advertising the served in front of an open. wherever the spaniar has established himself or carried his customs and arts. When, therefore, the heraids announce with sweeping trumpets the beginning of the floral games of New York; when the crowned poet selects the woman of his choice in offering her the flower he has won, and when his young queen forsaking.

II.

Once I dreamed that my love I was sadly forsaking.

And is slumbers I wept, and still wept while awaking.

Till my poor heart was sobbing and breaking.

Till my poor heart was sobbing and breaking.

Every time I enameur my darling she relations of New York: when the crowned poet selects the woman of his choice in offering her the flower he has won, and when his young queen is ited amid her court of beauties representing every part of the Spanish and Latin American world, and to the sound of magnificent music the Mantenedor arises to speak, there will happen a moment of the utmost importance in the country and our southern neighbors. He relations of North and South America

While Mrs. Yanez joined Senator Yanez at the Waldorf Saturday morning Miscuel Gutierrez Urquiza, president Company.

Miscuel Gutierrez Urquiza, president Company.

Miscuel Gutierrez Urquiza, president Company.

Miscuel Gutierrez Urquiza a group of business at the Waldorf Saturday morning.

Miscuel Gutierrez Urquiza, president Company.

Miscuel Gutierrez Urquiza expressed his optimoral city of Shuster, Ehrich & Co. of place at Glardino di Caserta, a hostelly of Shuster, Ehrich & Co. of place at Glardino di Caserta, a hostelly of Shuster, Ehrich & Co. of place at Glardino di Caserta, a hostelly of Shuster, Ehrich & Co. of place at Glardino di Caserta, a hostelly of Shuster, Ehrich & Co. of place at Glardino di Caserta, a hostelly of Shuster, Ehrich & Co. of Sultania and Mr. declared his utmost confidence in a Pedro Mihanovich, who is one of the better understanding in the near future. In a few weeks, he said, the comtating on the La Plata and Paraguay

Peruvian Ex-President Here. ditor of America Fatura, a Spanish magazine, published in this city; Joaquin Diaz Ceballos, manufacturer, from Argentina; Ricardo Rivas, merchant, and others.

Yucatan Writer Gives Address.

Felipe Carrillo, a writer from Yucatan, Mexico, was the speaker at a lecture given at the Hotel Marle Antoinette last Monday by the Seccion Latina de la Sociedad Teosofica de Nueva York.

Ricardo Uribe Gomez, prominent hactendado, accompanied by his wife, arrived from Colombia, and is at the Maison Mourian

Dr. Agustin Patron, ex-Governor of Yucatan, Mexico, is in New York, who is at the Maison Mourian

Dr. Agustin Patron, ex-Governor of Yucatan, Mexico, is in New York, who is at the McA'pin Hotel, is making the fore leaving for Paris. Dr. Patron is steeping at the Hotel Balsa.

Agustin Miranda, civil engineer, and a son of the present Miniates of Masico.

SHOTS FIRED AT EX-PRESIDENT CHILEANS APPLAUD MATE TEA POPULAR Senor Legnia Is Unharmed, but IN LATIN AMERICAS Others Are Hurt In Lima.

Special Correspondence to THE SUN. Lima, Peru, April 13.—What is alleged to have been an attempt to assam-sinate ex-President Legula occurred in Substitute for Beer Possesses Lima as he was returning from the eration, where he had been inaugurated as Maestro de la Juventud, an honorary distinction conferred upon eminent Peruvians by the federation. Following the ceremony Senor Leguis

was returning home in a carriage drawn by students and accompanied by a large crowd of partisans and friends, who cheered him continuously. As the parade passed the offices of Le Ley, the organ of Senor Aspillaga, several shots were reported to have been fired from the Chilean Girl Describes the building. The shots were returned by some of those accompanying Senor Le-guia, until the police, in an effort to avert trouble and bloodshed, managed to

turn the parade around the corner and into the next street.

Some four or five persons are re-An article published some time ago on yerba mate as a proposed substitute for beer in the United States resulted ported to have been wounded during the firing, but La Prensa and El Con many queries from interested readers. Herewith is given the story of a Chilean girl who lets us have the benefit of her mercio agree in saying that most of the shots were fired into the air. Senor Legula was in no way harmed. El Ti-empo, the principal Leguista organ. observations concerning the use of that popular Latin American beverage in many of the South American countries. however, gave considerable prominence to the incident, alleging that an at-tempt had been made to assassinate the ex-President. pecially written for the Latin American Section of The Sun.

MORE COAL IS SENT While the ghost of prohibition hovers over gay New York, people who lose their sleep trying to concoct new bever-TO SOUTH AMERICA ages to raise their dampened spirits

Italy, France and the Scandinavian

avorable position.

luring the tragle days to come also ose their patience at not finding better omponents than milk and sugar to offer for stimulating formulas. The scarcity of new ideas has led ome persons to study what other peoples in remote parts of the world use as

the adoption of yerba mate tea, a beverage commonly used in many of the South American countries. South American countries.

In a way this was not a bad suggestion, for the old fashioned drink has an agreeable taste and is no doubt a good antidote for depression, but its preparation requires such elaborate paraphernalia and tradition requires that it be served so leisurely that these two considerations will probably prevent mate from being democratized.

It is difficult to imagine drinking and enjoying a cup of ready made mate cent compilation, and this in spite of handicape in the way of lack of ships to carry the coal and high freight rates. There is opportunity for further increase not only in the South American trade,

stimulants and somebody has suggested

Latter's Good Qualities and

None of Its Bad.

SIPPING REAL PLEASURE

Origin and Perpetuation of

a Social Custom.

By GRACIELA MANDUJANO.

Once a Social Ceremony.

Of course, although the process even in South America is nowadays very simplified, the traditional way had its raison d'etre, or better, its explanation, since mate drinking was perfected and became a social ceremony at a time when people had little to do and scarcely any amusements and time was slow after siesta hours in the big houses with long corridors and sunny, quiet gardens.

corridors and sunny, quiet gardens.
Visiting and gossiping were then the chief source of amusement and mate was considered a suitable refreshment at a time when tea was practically unknown.
Those beautiful mate parties are today only a memory and nobody would day only a memory and nobody would think of offering this drink to a new acquaintance. The silver mate cups out of which our grandmothers drank have been substituted by a simple gourd pre-pared for this object, and snobbish young persons with foreign ideas are rather ashamed of their mother's old-fashioned habit, even if they themselves share with pleasure the inoffensive re-freshment. freshment.

But mate is only apparently bee a thing of the past, for its adepts in almost every home find it difficult to

I afore, nay, I worship my girl in Havens, and that we to-day share our femishere with another continent of Loveller, fairst than Turkey's most precision and honorable as any in the world. It is therefore primarily a festival of the She resides where the wild odorferous flowers are where the wild odorferous flowers are growing:

Where the waves of the ocean are danoing and flowing. Where the it ill whisp'ring pairms their green branches are swinging:

Where the tail whisp'ring pairms their green branches are swinging:

Where the pair the waves of the ocean are danoing and flowing.

Where the pair the waves of the ocean are danoing and flowing.

Where the besien of our Lord's churches are finding the control of the same company of the Kross the first floral games in the world of the same company.

Where the waves of the ocean are danoing and flowing.

Where the besien of our Lord's churches are finding in the control of the same companies of the control of the same company.

Where the waves of the ocean are danoing and flowing.

Where the besien of our Lord's churches are finding in the world of the same companies of the commendation of the street when the count in the c gers, among them many important peryou can say truthfully, if you are a
sons. This steamer left Buenos Ayres
foreigner, that you have had a better
April 4, calling at Rio de Janeiro and
opportunity to appreciate the hospitality
such objection was made abroad and
an opportunity to appreciate the hospitality
such objection was made abroad and
an initial deposit as small as one peso. city. Augusto Vilianeuva, president of some. This steamer left Buenos Ayres foreigner, that you have had a better taken apartments at the Waildorf-Astaken a

mate will be served in front of an open this tonnage in Government service until fireplace while the wind roars and the next fall at least.

snow falls heavily in the motor crowded Another difficulty placed in the way British Squadron to Visit South

America. Special Correspondence to THE SON Santiago de Chile, April 13—Infor-mation has been received here that a British squadron, under command of

America

Admiral Kitting, will shortly visit South

he has found many new features to in terest him in his walks and rides. Travel northward from the Latin American cities now seems to be at its height, the steamship Vauban bringing

stepping at the Hotel Balsa.

Agustin Miranda, civil engineer, and a son of the present Minister of Marine in Spain, is here to join the Comision Naval Espanola in New York. Mr. Miranda is at the McAlpin.

Don Antonio Arneil, well known Astoria

Don Antonio Arneil, well known Spanish importer, was married last Tuesday to Miss Eleanor M Pelchorinski. The ceremony took place in the Catholic Church of St. Augustine, The Bronx.

Paquita Madriguera, the noted Spanish prince of the American metropolis it has been in the public of both countries. She will saw New York, and since his arrivat hour.

Astoria. The hrilliant grillroom of the Waldorf-Astoria, the scene of the famous Bradley-Martin ball of bygone days, is nightly thronged with supper parties and merrymakers, among whom the tothe American visitors constitute to the American metropolis it has been just fourteen years since Mr. Markovich the dinner and after theatre dancing hour.

NEW BINDING TIE IS SEEN

Aviator Makes Record by Mountains.

Special Cable to the Latin American Section of THE SUN. SANTIAGO DE CHILE, April 27 .- The reception given in the United States to the Chilean financial delegation, composed of Messrs. Yanez, Villanueva and Tocornal, has caused the most favorable impression here. All the daily news papers express their conviction that the relations between the United States and Chile must from now on be more beneflical.

Hustrado publish editorials that ap-

Shipping Needed to Hold
Trade Taken From Great
Britain.

By AMEDEE J. CASEY.

Editor American Coal Journal.

Sador and commend the proper actions of the special delegates.
Lieut. Cortinez of the Chilean army has accomplished the feat of flying over the ridge of the Andes and back, at the highest point, using a Bristol airplane by courtesy of the English Government. Cortines thus has made a record in flying over mountains.

In the third South American Olympiad, which just took place in Monte-

Coal exports from the United States to South America have increased about \$50 per cent. since 1914, according to a recent compilation, and this in spite of handleaps in the way of lack of ships to enterprise notwithstanding that the armistice reduced a large part of the ex-ports. To the numerous irrigation cabut in the trade with Europe. There are orders in the market here for coal from virtually all South American ports, from nals which have been constructed in the last four years, there have been added new ones which will irrigate an enormous amount of country

ping, labor and freight rates were low as compared with America and her com-The war changed all this. While the

American coal output increased from 513,000,000 to 685,000,000 tons, Great Britain's production decreased approx mately 20 per cent., or from 287,000,000 tons before the war to 230,000,000 tons in 1918. Out of this reduced output she had to increase her normal shipments to France and take care as best she could of Italy's war needs. Naturally her South American trade suffered and her total exports fell off about 56 per cent Great Britain practically admits the loss of her world coal trade, upon which much of her national prosperity was based. She admits that America is a dangerous competitor, with every oppor-tunity of retaining the advantage won-during the war, where the annual re-quirements are between 5.000,000 and ,000 000 tons.

The spite the admission of Great Britain that she has lost all but about 11 per cent. of her South American coal trade, it is not to be expected that she public as well as a shock to the dignity of many of the other banks. The relationship is a spite to sit back and accept the situis going to sit back and accept the situ-ation without an effort to get back what was formerly hers. And Great Beltain's and other banking institutions have be commercial organization is too strong to sun advertising on a small scale.

be disregarded in the slightest degree.

In October, 1917, the campaign w ArArrica is the logical purveyor of coal started.

the coal trade.

As matters stand, this is just what the Shipping Board is not doing. For some reason, which the coal trade finds it difficult to explain, it is extremely difficult to obtain ships to carry coal. Not long ago the Government released a make their New Year presents to the managers of several to make their New Year presents to the e coal trade. imber of neutral steamships which had employees in the form of savings ac been used for war work.

No Charters to Carry Coal. It was expected that some of these America, but the Shipping Board's char-tering committee refused to permit it on the ground that harbor conditions in

of the development of teads with South view, the whole idea has been of the development of trade with South
America is the high freight rates and
within the last week, the Shipping Board
has announced that there will be no resaving classes, the advantages of sav duction in these. While rates do operate to a considerable extent to restrict business, they are not so much of a factor as the lack of tonnage, because there are firm orders here at prices which cover even the high cost of shipping.

'Sun' Congratulated on Latin American News

THE BANK OF PITTSBURG. N. A. Pittsburg, Pa. April 19, 1919. TO THE EDITOR LATIN AMERICAN

TO THE EDITOR NEW YORK; SECTION THE SUN, New York; We have watched with interest the development of this admirable department and congratulate you upon your enterprise in bringing to the attention of the business inter-ests of America this highly impor-tant field of development in our foreign trade. J. T. Holdsworth, Vice-President

MATLACK COAL AND IRON CORPORATION, 53 Vanderbilt avenue. April 23, 1919. TO THE EDITOR LATIN AMERICAN

SECTION THE SUN, New York The articles written by the various members of South American legations, men of business affairs in the United States, &c., are most in-teresting and elucidating in their character. You are embarking on a new era in American journalism which is bound to be a success. Th large exporting houses have long desired a medium through which the various topics referring to South American trade could be discussed openly. THE SUN has provided this medium, and it is welcomed by us all. CIPBIANO ANDRADE 3d.

Foreign Department

ENVOYS' RECEPTION

Mutual Benefits Expected From Greeting to Financial Delegation Here.

Flight Over Ridge of Andes

La Nacion, El Mercurio and El Diarie

plaud the policy of the Government of Chile in strengthening the commercia and financial ties with the United States, praise the efforts of the Ambas-

countries, but shipments are held up because it is next to impossible to obtain bottoms in which to ship the coal.

Prior to the war, Great Britain almost owned the South American coal trade. She had the coal and the ship plans laid out for Valparaiso it is probable that further sums will be auplans laid out for Valparateo it is probable that further sums will be authorized by Congress. The country is mercial organization was such that she could easily provide for return cargoes and thus she was placed in an extremely which will make it prepared for the time when the routes of universal are again open for free inter

BUENOS AYRES BANK WINS BY PUBLICITY

Savings Drive So Successful That Other Institutions Follow Example.

The question is. What is America go-ing to do to develop and hold this trade? vertising campaign conducted by the to South America. We have the coal in means of newspaper and magazine ad-abundance and we need South American vertisements, posters, window trans-products, so the matter of return cargoes fers and signs in street cars and subs provided for. Also we have the ships, ways, appealing to workmen, children All that remains is for the Shipping and small investors, the depositors is Board to release sufficient tonnage to the savings department numbered more than 7,500, and the amount to their

counts. More than 50 per cent of the men kept the accounts in the bank, and a large number of those who drew them It was expected that some of these out are now reopening them.

A large increase noted at the end of 1918, when 1,640 new necounts were

is receiving and the favorable result and prestige from a banker's point of

New Export Trade Directory. The 1919 edition of the Export Trad Directory contains the names of 3 one firms, including 1,200 concerns that have been established since 1914. This present edition is especially notable for the extraordinary increase in the number of houses engaged in various branches of activity connected with the export trade. The effort has been to make the lists here included as complete as possible down to the hour going to press.

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Our New Branch at Brussels

Our new branch at Brussels, Be gium, will open for business on May 1 under the direction of Mr. Edgard Molitor. Augmenting still further our broad facilities as a bank for foreign trade, the Brussels branch materially enhances our capacity for usefulness to American merchants have American merchants hav-ing business on the conti-

Our officers will be glad to talk with you and advise on any matter having to do with business abroad.

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